

NORESCO, Government Services Qualification Sheet DOE SUPER ESPC

Introduction to NORESCO, Government Services

On April 15, 2001, ERI Services, Inc., and Northeast Energy Services, Inc., wholly owned subsidiaries of Equitable Resources, Inc., merged to form a single Energy Services Company (ESCO), NORESCO, LLC (NORESCO). The new company represents a consolidation of two of the most highly regarded ESCOs in the country. This merger strengthens the position and capabilities that the two groups maintained individually in the government, commercial, industrial, and institutional energy services marketplace and represents the latest step in Equitable Resources' plan to make NORESCO the premier energy services provider in the nation. NORESCO, Government Services is the government execution arm of NORESCO, specializes in the turnkey development and implementation of Energy Savings Performance Contract (ESPC) projects for Federal and State Government clients. ESPC is a contracting vehicle that leverages contractor investment and, therefore, requires no capital investment on the part of the Government. Instead, the contractor incurs all costs and risks of development and implementation of energy efficiency and facility infrastructure upgrade projects in exchange for a share of the verified energy, resource, and operational savings produced.

NORESCO Government Services approach to ESPC projects is to provide comprehensive, customized solutions to match the individual needs of our customers. We apply rigorous value engineering in development of projects that maximize energy savings while improving the facility's energy system infrastructure and operational reliability. We view the ESPC process as a partnership and, therefore, focus on strong communications with our clients to achieve consistency with their goals and objectives and assure complete customer satisfaction. Ours is a whole-facility approach that focuses on achieving energy efficiency improvements and environmental compliance on a least-cost, life-cycle basis. To accomplish this, we go beyond simple replacement of equipment with higher efficiency models. Instead, we consider facility-wide long-term planning and mission objectives. We seek to develop superior designs and processes, we pursue procurement of lower cost energy resources in the evolving deregulated energy market, and we develop energy conservation measures that are compatible with, and will enhance current systems and operational practices at, the facility.

To maximize process efficiency, accountability, coordination, and overall economic performance, NORESCO Government Services has developed an integrated, vertical services approach under which all of the major project phases, including analysis, engineering, design, measurement and verification (M&V), construction management, and operations and maintenance (O&M) functions, are managed and executed by our experienced in-house staff. With this vertical approach, NORESCO Government Services has emerged as a leading low-cost provider to the Government ESPC market. As a result, NORESCO Government Services has been awarded in excess of \$2.2 billion in Government ESPC Indefinite Delivery Indefinite Quantity (IDIQ) contracts and stands as the only firm in the country to be selected for all of the DoD and DoE SUPER ESPC regional contract awards issued to date. Below we offer a brief description of our vertically integrated, customized ESPC approach, followed by summary descriptions of some of our more recent Government ESPC projects.

NORESCO-Government Services ESPC Approach

The ESPC process is one that must be performed in the spirit of partnership by an experienced team that is well-coordinated, results-driven, and focused on communication and customer satisfaction. The unique NORESCO Government Services approach for developing customized ESPC projects involves a multi-disciplinary team effort designed to process a large quantity and variety of information while achieving continuity between disciplines and across project phases.

The NORESCO Government Services team consists of technical experts from analysis, engineering, design, construction, O&M, and M&V disciplines. These technical disciplines are supplemented by financial, contractual, energy source procurement, and risk management professionals. This cross-functional in-house team approach maximizes project benefits under the ESPC Delivery Order (DO) process, as the nature of an ESPC DO involves all of these disciplines and requires their specialization.

The NORESCO Government Services team members institute a highly rigorous site investigation and detailed analysis to minimize the "guess work" and, therefore, risk to both parties. All savings analyses, engineering, design, pricing and construction activities pass through an internal quality control process performed by our most senior and expert personnel. As a result, we have the ability to clearly identify and make aware to all parties the various areas of risk, their responsibility, and the methods and procedures required to mitigate those risks to ensure a successful ESPC project.

NORESCO Government Services ESPC Experience

Through our superior technical offering and low cost structure, NORESCO Government Services has achieved some of the highest technical merit rankings in each of the major regional ESPC IDIQ solicitations. As a result, NORESCO Government Services has been selected as the energy partner for ESPC projects by such agencies as the U.S. Army, U.S. Navy, U.S. Air Force, U.S. Coast Guard, Architect of the Capitol, U.S. Army Medical Command, General Services Administration, Veterans Administration, Environmental Protection Agency, and the Department of Labor. We work closely with these agencies to improve and streamline the ESPC process and assist them in reaching the federally mandated energy reduction goals of 30% by 2005 and 35% by 2010.

The following table summarizes and provides reference information for several representative ESPC projects completed by NORESCO Government Services. These projects have been selected to illustrate the full range of our ESPC project experience with regard to both the diversity of technologies and the magnitude of the undertakings. They also provide insight into the unique combination of capabilities that NORESCO Government Services can provide as a vertically integrated full-service energy firm with extensive technical skills and financial strength and a proven record of success in developing and implementing ESPC projects.

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U.S. Coast Guard Academy New London, CT Navy Region Southwest San Diego, CA Crane Naval Surface Warfare Center Crane, IN General Services Administration Austin, TX U.S. Military Academy West Point, NY U.S. Environmental Protection Agency NVFEL Ann Arbor, MI Cape Canaveral Air Force Station Cape Canaveral, FL VA Medical Center Navy Region Southwest S22,220,945 S22,220,945 S22,219,923 Lighting, Steam Traps, Chillers, Motors & Lt. Andy Went Pumps (860) 444-8226 Lighting, EMS, HVAC, 750 kW Solar Parking Structure, Microturbines, Compressed Air Lighting, Boilers, EMS/SCADA, Steam David Crouch (805) 982-2740 Lighting, Water, EMS, Central Chiller Plant Lighting, Motors, VAV, Chillers, Boilers, Peak Shaving (914) 938-2818 Lighting, EMCS, Motors, Chillers, Window Film, Transformers, Natural Gas Line, Boilers (321) 853-0925 VA Medical Center S1,628,553 S256,695 Lighting, Steam Traps, Chillers, Motors & Lt. Andy Went Reference (860) 444-8226 Lighting, EMS, HVAC, 750 kW Solar Parking Stevicure, Microturbines, Compressed Air Lighting, EMS, HVAC, 750 kW Solar Parking John Thomas (619) 556-7989 Lighting, EMS/SCADA, Steam David Crouch (805) 982-2740 Casey Bowen (817) 897-2751 Lighting, Motors, VAV, Chillers, Boilers, Paul LeBlond (914) 938-2818 Lighting, EMCS, Motors, Chillers, Window Film, Transformers, Natural Gas Line, Boilers (321) 853-0925 VA Medical Center S2,426,500 S568,400 Lighting, Central Chiller Plant Bob Palazzi	U.S. Coast Guard Integrated Support	\$4,670,000	\$894,000		Mike Brown
New London, CTPumps(860) 444-8226Navy Region Southwest\$22,220,945\$2,219,923Lighting, EMS, HVAC, 750 kW Solar Parking Structure, Microturbines, Compressed AirJohn Thomas (619) 556-7989Crane Naval Surface Warfare Center Crane, IN\$4,068,007\$672,747Lighting, Boilers, EMS/SCADA, Steam Distribution UpgradesDavid Crouch (805) 982-2740General Services Administration Austin, TX\$3,971,932\$437,670Lighting, Water, EMS, Central Chiller PlantCasey Bowen (817) 897-2751U.S. Military Academy West Point, NY\$28,500,000\$900,000Lighting, Motors, VAV, Chillers, Boilers, Peak ShavingPaul LeBlond (914) 938-2818U.S. Environmental Protection Agency NVFEL Ann Arbor, MI\$10,000,000\$800,000Boilers, Chillers, EMS, Water, Fuel CellSteve Dorer (734) 214-4503Cape Canaveral Air Force Station Cape Canaveral, FL\$8,876,132\$1,358,415Lighting, EMCS, Motors, Chillers, Window Film, Transformers, Natural Gas Line, BoilersBryan Buckley (321) 853-0925VA Medical Center\$2,426,500\$568,400Lighting, Central Chiller PlantBob Palazzi	,				
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West Point, NYPeak Shaving(914) 938-2818U.S. Environmental Protection Agency NVFEL Ann Arbor, MI\$10,000,000\$800,000Boilers, Chillers, EMS, Water, Fuel CellSteve Dorer (734) 214-4503Cape Canaveral Air Force Station Cape Canaveral, FL\$8,876,132\$1,358,415Lighting, EMCS, Motors, Chillers, Window Film, Transformers, Natural Gas Line, BoilersBryan Buckley (321) 853-0925VA Medical Center\$2,426,500\$568,400Lighting, Central Chiller PlantBob Palazzi	,	\$29.500.000	000 0002	Lighting Motors VAV Chillers Doilers	
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Agency NVFEL Ann Arbor, MI Cape Canaveral Air Force Station Cape Canaveral, FL VA Medical Center Sample Station Sample Stati	,	\$10,000,000	\$800 000		/
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VA Medical Center \$2,426,500 \$568,400 Lighting, Central Chiller Plant Bob Palazzi		ψο,ο / ο,132	ψ1,550,115		
		\$2,426,500	\$568,400		
(203) 337-3012	West Haven, CT		,		(203) 937-3812

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